

## Message Text

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PAGE 01 STATE 232086  
ORIGIN EB-04

INFO OCT-01 ISO-00 /005 R

66011  
DRAFTED BY: EB/AN:ARIMAS  
APPROVED BY: EB/AN:AN:RABROWN  
-----058512 280743Z /11  
R 271903Z SEP 77  
FM SECSTATE WASHDC  
TO AMCONSUL MONTREAL

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FOR JOAN GRAVATT USDEL ICAO

FOL TEL SENT ACTION SECSTATE FROM LAGOS DTD 20 SEP 1977 QTE

LIMITED OFFICIAL USE LAGOS 10809

EPMO. 11652: N/A  
TAGS: EAIR, NI  
SUBJECT: CIVAIR - USG/FMG CIVAIR NEGOTIATIONS

REF: STATE 223652

1. EMBASSY MUCH APPRECIATES DEPARTMENT'S CONCURRENCE ON OCT. 31 DATE. WE NOW SUBMITTING FORMAL NOTE TO MINISTRY OF CIVIL AVIATION REQUESTING FMG CONFIRMATION. CIVAIR PERM SEC EHIZUENLEN TENTATIVELY ACCEPTED THIS DATE ON SEPT. 9. AS PERM SEC'S PRINCIPAL ADVISORS (O. OGUNBIYI, T. ADEGBENRO) CURRENTLY PARTICIPATING IN MONTREAL ICAO TALKS, WE SUGGEST US DELEGATION MAKE CONTACT WITH THEM TO ENSURE THEY MINDFUL OF NEW SCHEDULE. CONTACT ALSO USEFUL GIVEN FACT THAT THESE OFFICIALS WILL SERVE AS NEGOTIATORS IN BILATERAL TALKS.

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2. KEY ASPECT OF FMG APPROACH TO NEGOTIATIONS IS SENSITIVITY. FMG WISHES TO BE RECOGNIZED AS INTERNATIONAL POWER WITH VIABLE INTERNATIONAL AIRLINE. SINCE BEGINNING OF CY 75 FMG HAS CONCLUDED 17 BILATERAL AIR AGREEMENTS (E.G. UK, SWEDEN, GDR, IVORY COAST) APPARENTLY WITH CONVICTION THAT SUCH AGREEMENTS PROVIDE STATUS AND SECURITY MERITED BY NIGERIA. PAN AM'S CONTINUED OPERATION ON BASIS OF INFORMAL PROVISIONAL

AGREEMENT IS REGARDED AS "GIFT" THAT HAS NEVER BEEN REPAYED. IT ALSO INCREASINGLY VIEWED AS EXAMPLE OF PATRONIZING INDIFFERENCE BY THE AMERICANS. GIVEN BASIC FEELING OF SENSITIVITY, IT IS EASY FOR FMG OFFICIALS TO MISINTERPRET OUR ACTIONS OR LACK OF ACTION.

3. NOW EQUIPPED WITH FLIGHT CAPABILITY OVER NORTH ATLANTIC THROUGH SUBSTANTIAL AIRCRAFT PURCHASES FROM U.S., NIGERIA IMPATIENT TO PUT ITS PLANES INTO ACTION AND OBTAIN ITS DESIRED ROLE AS PROMINENT INTERNATIONAL AIR CARRIER. DESIRE TO CONCLUDE FAVORABLE AGREEMENT FURTHER REINFORCED BY FMG'S WISH TO SET UP JOINT AIRLINE WITH ECOWAS COLLEAGUES. MINISTRY HAS TOLD US THAT GHANA WOULD PARTICIPATE IN NIGERIA AIRWAYS EXPANDED OPERATIONS BY RENTING CAPACITY ON FLIGHTS TO NEW YORK.

4. MINISTRY HAS FORMULATED SPECIFIC ROUTE: LAGOS, ACCRA, NEW YORK, MIAMI, KINGSTON, JAMAICA, LAGOS. FROM PAN AM AND EMBASSY CONVERSATIONS WITH FMG OFFICIALS, IT APPEARS THAT MINISTRY WILL NOT TRY TO OBTAIN EQUALITY WITH AMERICAN CARRIERS IN FREQUENCIES AND WILL ALLOW CAPACITY OR SIZE OF PLANES TO BE DETERMINED BY MARKET DEMAND (I.E. PAN AM WOULD BE FREE TO USE 747'S ONCE AIRPORT EXPANSION PROJECT COMPLETED). EASUM UNQTE CHRISTOPHER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, NEGOTIATIONS, MEETING DELEGATIONS  
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**Disposition Approved on Date:**  
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**Disposition Date:** 22 May 2009  
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**Enclosure:** n/a  
**Executive Order:** N/A  
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**Office:** ORIGIN EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Reference:** 77 STATE 223652  
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**TAGS:** EAIR, NI  
**To:** MONTREAL  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009